



# TORQ Analysis of Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products to Sales Managers

## INPUT SECTION:

Transfer	Title	O*NET	Filters		
From Title:	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	41-4011.00	Abilities:	Importance Level: 50	Weight: 1
To Title:	Sales Managers	11-2022.00	Skills:	Importance Level: 69	Weight: 1
Labor Market Area:	Maine Statewide		Knowledge:	Importance Level: 69	Weight: 1

## OUTPUT SECTION:

Grand TORQ:

90

Ability TORQ		Skills TORQ		Knowledge TORQ	
Level	90	Level	92	Level	87

Gaps To Narrow if Possible				Upgrade These Skills				Knowledge to Add			
Ability	Level	Gap	Impt	Skill	Level	Gap	Impt	Knowledge	Level	Gap	Impt
Mathematical Reasoning	55	16	53	Monitoring	72	4	72	Mathematics	69	13	78
Deductive Reasoning	55	2	65	Time Management	71	1	77				
Inductive Reasoning	46	2	65								
Near Vision	53	2	59								

LEVEL and IMPT (IMPORTANCE) refer to the Target Sales Managers. GAP refers to level difference between Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products and Sales Managers.

## ASK ANALYSIS

### Ability Level Comparison - Abilities with importance scores over 50

Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products		Sales Managers	Importance
Oral Expression	64		60	84
Oral Comprehension	64		55	75
Speech Recognition	59		53	75
Speech Clarity	60		51	75



Written Comprehension	57		57		72
Problem Sensitivity	50		50		72
Originality	51		51		65
Deductive Reasoning	53		55		65
Inductive Reasoning	44		46		65
Information Ordering	50		50		65
Written Expression	51		51		62
Fluency of Ideas	55		51		59
Near Vision	51		53		59
Category Flexibility	46		46		56
Mathematical Reasoning	39		55		53

## Skill Level Comparison - Abilities with importance scores over 69

Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Managers	Importance
Active Listening	78	64	86
Speaking	72	59	80
Mathematics	58	51	79
Time Management	70	71	77
Service Orientation	70	67	76
Persuasion	79	66	74
Reading Comprehension	76	61	72
Monitoring	68	72	72
Social Perceptiveness	70	62	72
Active Learning	69	61	70
Negotiation	72	63	70
Judgment and Decision Making	62	61	70
Coordination	77	62	69

## Knowledge Level Comparison - Knowledge with importance scores over 69

Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Managers	Importance
Mathematics	56	69	78



Sales and Marketing

77

64

72

### Experience & Education Comparison

Related Work Experience Comparison			Required Education Level Comparison		
Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Managers	Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Managers
10+ years	0%	16%	Doctoral	0%	0%
8-10 years	10%	1%	Professional Degree	0%	0%
6-8 years	13%	0%	Post-Masters Cert	0%	0%
4-6 years	3%	9%	Master's Degree	0%	12%
2-4 years	28%	20%	Post-Bachelor Cert	10%	0%
1-2 years	20%	12%	Bachelors	41%	10%
6-12 months	10%	1%	AA or Equiv	21%	2%
3-6 months	6%	38%	Some College	13%	48%
1-3 months	0%	0%	Post-Secondary Certificate	0%	7%
0-1 month	0%	0%	High School Diploma or GED	10%	18%
None	6%	0%	No HSD or GED	0%	0%

Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

Sales Managers

#### Most Common Educational/Training Requirement:

Moderate-term on-the-job training

Bachelor's or higher degree, plus work experience

#### Job Zone Comparison

4 - Job Zone Four: Considerable Preparation Needed

A minimum of two to four years of work-related skill, knowledge, or experience is needed for these occupations. For example, an accountant must complete four years of college and work for several years in accounting to be considered qualified.

Most of these occupations require a four - year bachelor's degree, but some do not.

Employees in these occupations usually need several years of work-related experience, on-the-job training, and/or vocational training.

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### Tasks

Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

Sales Managers

#### Core Tasks

#### Core Tasks

#### Generalized Work Activities:

- Selling or Influencing Others - Convincing others to buy merchandise/goods or to otherwise change their minds or actions.
- Establishing and Maintaining Interpersonal Relationships - Developing constructive and cooperative working relationships with others, and maintaining them over time.

#### Generalized Work Activities:

- Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.



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- Communicating with Persons Outside Organization - Communicating with people outside the organization, representing the organization to customers, the public, government, and other external sources. This information can be exchanged in person, in writing, or by telephone or e-mail.
- Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems.
- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.

#### Specific Tasks

##### Occupation Specific Tasks:

- Advise customers regarding office layouts, legal and insurance regulations, cost analyses, and collection methods.
- Answer customers' questions about products, prices, availability, product uses, and credit terms.
- Arrange for installation and test-operation of machinery.
- Attend sales and trade meetings, and read related publications in order to obtain information about market conditions, business trends, and industry developments.
- Collaborate with colleagues to exchange information such as selling strategies and marketing information.
- Complete expense reports, sales reports, and other paperwork.
- Complete product and development training as required.
- Compute customer's installation or production costs, and estimate savings from new services, products, or equipment.
- Consult with engineers regarding technical problems.
- Contact new and existing customers to discuss their needs, and to explain how these needs could be met by specific products and services.
- Demonstrate and explain the operation and use of products.
- Emphasize product features based on analyses of customers' needs, and on technical knowledge of product capabilities and limitations.
- Identify prospective customers by using business directories, following leads from existing clients, participating in organizations and clubs, and attending trade shows and conferences.
- Inform customers of estimated delivery schedules, service contracts, warranties,

- Organizing, Planning, and Prioritizing Work - Developing specific goals and plans to prioritize, organize, and accomplish your work.
- Communicating with Supervisors, Peers, or Subordinates - Providing information to supervisors, co-workers, and subordinates by telephone, in written form, e-mail, or in person.
- Interacting With Computers - Using computers and computer systems (including hardware and software) to program, write software, set up functions, enter data, or process information.
- Making Decisions and Solving Problems - Analyzing information and evaluating results to choose the best solution and solve problems.

#### Specific Tasks

##### Occupation Specific Tasks:

- Advise dealers and distributors on policies and operating procedures to ensure functional effectiveness of business.
- Assess marketing potential of new and existing store locations, considering statistics and expenditures.
- Confer or consult with department heads to plan advertising services and to secure information on equipment and customer specifications.
- Confer with potential customers regarding equipment needs and advise customers on types of equipment to purchase.
- Determine price schedules and discount rates.
- Direct and coordinate activities involving sales of manufactured products, services, commodities, real estate or other subjects of sale.
- Direct clerical staff to keep records of export correspondence, bid requests, and credit collections, and to maintain current information on tariffs, licenses, and restrictions.
- Direct foreign sales and service outlets of an organization.
- Direct, coordinate, and review activities in sales and service accounting and recordkeeping, and in receiving and shipping operations.
- Monitor customer preferences to determine focus of sales efforts.
- Oversee regional and local sales managers and their staffs.
- Plan and direct staffing, training, and performance evaluations to develop and control sales and service programs.
- Prepare budgets and approve budget expenditures.
- Represent company at trade association meetings to promote products.



or other information pertaining to purchased products.

- Initiate sales campaigns and follow marketing plan guidelines in order to meet sales and production expectations.
- Maintain customer records, using automated systems.
- Negotiate prices and terms of sales and service agreements.
- Obtain building blueprints and specifications for use by engineering departments in bid preparations.
- Prepare sales contracts for orders obtained, and submit orders for processing.
- Prepare sales presentations and proposals that explain product specifications and applications.
- Provide customers with ongoing technical support.
- Provide feedback to company's product design team so that products can be tailored to clients' needs.
- Quote prices, credit terms and other bid specifications.
- Recommend ways for customers to alter product usage in order to improve production.
- Review existing machinery/equipment placement, and create diagrams to illustrate efficient space utilization, using standard measuring devices and templates.
- Select the correct products or assist customers in making product selections, based on customers' needs, product specifications, and applicable regulations.
- Sell service contracts for products.
- Stock and distribute resources such as samples and promotional and educational materials.
- Study information about new products so that equipment and supplies can be accurately depicted and proper recommendations made.
- Train establishment personnel in equipment use.
- Verify customers' credit ratings, and appraise equipment in order to determine contract terms and trade-in values.
- Verify that materials lists are accurate and that delivery schedules meet project deadlines.
- Visit establishments such as pharmacies in order to check product sales.
- Visit establishments to evaluate needs and to promote product or service sales.

#### Detailed Tasks

#### Detailed Work Activities:

- access media advertising services

- Resolve customer complaints regarding sales and service.
- Review operational records and reports to project sales and determine profitability.
- Visit franchised dealers to stimulate interest in establishment or expansion of leasing programs.

#### Detailed Tasks

#### Detailed Work Activities:

- advise clients or customers
- advise retail dealers in use of sales promotion techniques
- analyze market or delivery systems
- analyze sales activities or trends
- assign work to staff or employees
- conduct market research
- conduct or attend staff meetings
- conduct research on work-related topics
- conduct sales presentations
- coordinate staff or activities in clerical support setting
- determine customer needs
- develop budgets
- direct and coordinate activities of workers or staff
- discuss advertising strategies
- establish employee performance standards
- evaluate information from employment interviews
- evaluate performance of employees or contract personnel
- evaluate product quality for sales activities
- hire, discharge, transfer, or promote workers
- identify best product for customer's needs
- make presentations
- monitor consumer or marketing trends
- orient new employees
- oversee execution of organizational or program policies
- oversee sales programs
- provide customer service
- recommend personnel actions, such as promotions, transfers, and dismissals
- resolve customer or public complaints
- sell products through advertising
- use knowledge of sales contracts
- use knowledge of written communication in sales work
- use product knowledge to market goods
- use public speaking techniques
- use sales techniques
- write sales or informational speeches



- advise clients or customers
- advise retail dealers in use of sales promotion techniques
- analyze business, scientific, or technical problems in electronic data processing systems
- analyze sales activities or trends
- answer customer or public inquiries
- arrange delivery schedules
- arrange for trial installations of equipment
- compute financial data
- conduct sales presentations
- conduct training for personnel
- consult with managerial or supervisory personnel
- demonstrate goods or services
- estimate delivery dates
- explain uses or effects of drugs
- fill out business or government forms
- identify best product for customer's needs
- instruct customers in product installation, use, or repair
- maintain records, reports, or files
- make presentations
- measure customer for size
- negotiate term of sale or services with customer
- obtain information from individuals
- operate agricultural equipment or machinery
- prepare list of prospective customers
- prepare recommendations based upon research
- prepare reports
- provide advice on food or drug storage or use
- provide customer service
- sell merchandise
- sell products or services
- solicit orders from established or new customers
- understand drug products
- understand technical operating, service or repair manuals
- use computers to enter, access or retrieve data
- use industry terms or concepts
- use interpersonal communication techniques
- use knowledge of medical terminology
- use knowledge of sales contracts
- use knowledge of written communication in sales work
- use marketing techniques

#### Technology - Examples

##### Calendar and scheduling software

- Contact management software
- Scheduling software

##### Charting software

- Microsoft Office Visio

##### Customer relationship management CRM software

- Avidian Technologies Prophet
- Customer relationship management CRM software
- Eden Sales Manager

- FrontRange Solutions Goldmine software

- Maximizer Software Maximizer Enterprise

- NetSuite NetCRM

- Sage Software ACT!

- Salesforce.com CRM

- Software on Sailboats Desktop Sales Manager

- Vanguard Software Vanguard Sales Manager

##### Data base user interface and query software

- Data entry software
- Microsoft Access

##### Development environment software

- Borland Delphi software

##### Electronic mail software

- Email software
- IBM Lotus Notes
- Microsoft Outlook

##### Human resources software

- Workforce management software

##### Internet browser software

- Web browser software

##### Office suite software

- Microsoft Office

##### Presentation software

- Microsoft PowerPoint

##### Project management software



- use product knowledge to market goods
- use sales techniques
- use telephone communication techniques

#### Technology - Examples

##### Calendar and scheduling software

- Scheduling software

##### Customer relationship management CRM software

- ActionWare
- AdTrack Customer Acquisition Management CAM
- AMG Teleran SalesInSync
- Cegedim Target Software Target SFA Pharmaceutical Suite
- FrontRange Solutions Goldmine software
- InsideSales.com customer relationship management CRM software
- NetSuite NetCRM
- Sage Software ACT!
- Salesforce.com CRM
- Sybase iAnywhere Pharma Anywhere
- Sybase iAnywhere Sales Anywhere

##### Data base user interface and query software

- Data entry software
- Microsoft Access

##### Electronic mail software

- IBM Lotus Notes
- Microsoft Exchange
- Microsoft Outlook

##### Enterprise resource planning ERP software

- Infor SyteLine ERP

##### Internet browser software

- Web browser software

##### Office suite software

- Microsoft Office

##### Presentation software

- Microsoft PowerPoint
- Presentation software

##### Project management software

- Microsoft Project

##### Spreadsheet software

- Microsoft Excel

##### Word processing software

- Microsoft Word

#### Tools - Examples

- Desktop computers
- Notebook computers
- Personal computers
- Personal digital assistants PDA
- Scanners
- Tablet computers



- Kameleon Software E-Business Suite Special Edition

Spreadsheet software

- Microsoft Excel

- Spreadsheet software

Word processing software

- Microsoft Word

- Word processing software

Tools - Examples

- Laptop computers

- Personal computers

- Personal digital assistants PDA

- Tablet computers

### Labor Market Comparison

Description	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	Sales Managers	Difference
Median Wage	\$ 57,210	\$ 72,720	\$ 15,510
10th Percentile Wage	\$ 36,190	\$ 43,030	\$ 6,840
25th Percentile Wage	N/A	N/A	N/A
75th Percentile Wage	\$ 79,080	\$ 99,690	\$ 20,610
90th Percentile Wage	\$137,360	\$131,250	\$( 6,110)
Mean Wage	\$ 69,310	\$ 81,800	\$ 12,490
Total Employment - 2007	720	1,310	590
Employment Base - 2006	775	1,263	488
Projected Employment - 2016	803	1,303	500
Projected Job Growth - 2006-2016	3.6 %	3.2 %	-0.4 %
Projected Annual Openings - 2006-2016	20	32	12

### National Job Posting Trends

Trend for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

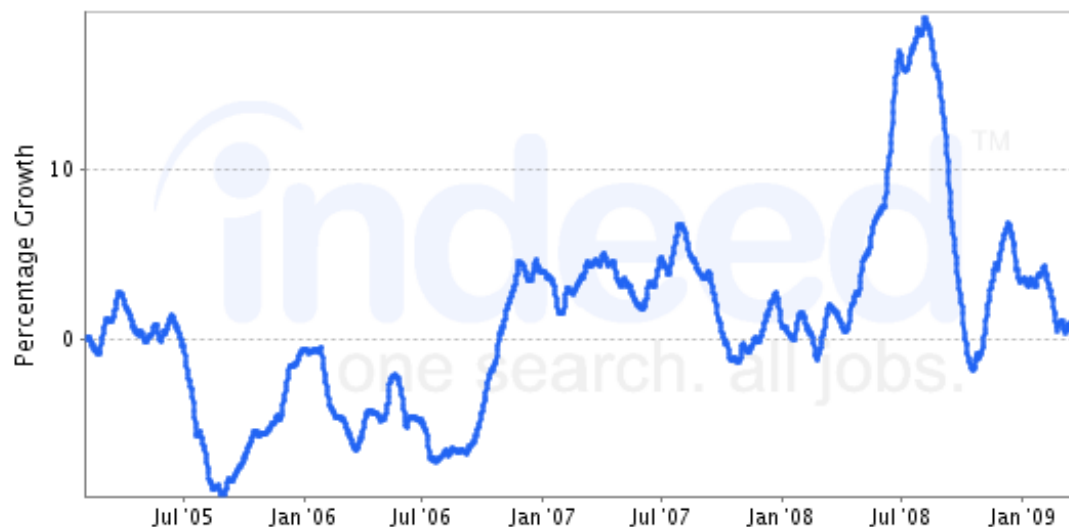
Trend for Sales Managers





### Job Trends from Indeed.com

— Technical Scientific Sales Representative — Sales Manager



Data from [Indeed](http://Indeed.com)

### Recommended Programs

#### Consumer Merchandising/Retailing Management

Consumer Merchandising/Retailing Management. A program that focuses on product and service promotion from the perspective of individual and family consumers and that prepares individuals to function as consumer management and marketing consultants in for-profit and non-profit enterprises. Includes instruction in applied market research; consumer behavior; product sourcing and distribution; profitability; customer feedback and evaluation methods; promotion and retailing campaign development; and applications to specific domestic and international consumer markets.

No schools available for the program

#### Arts Management

Arts Management. A program that prepares individuals to organize and manage art organizations, operations, and facilities. Includes instruction in business and financial management; marketing and fundraising; personnel management and labor relations; event promotion and management; public relations and arts advocacy; arts law; and applications to specific arts activities such as galleries, museums, studios, foundations, and community organizations.

No schools available for the program

#### Business/Commerce, General

Business/Commerce, General. A program that focuses on the general study of business, including the processes of interchanging goods and services (buying, selling and producing), business organization, and accounting as used in profit-making and nonprofit public and private institutions and agencies. The programs may prepare individuals to apply business principles and techniques in various occupational settings.

Institution	Address	City	URL
Beal College	99 Farm Road	Bangor	<a href="http://bealcollege.edu">bealcollege.edu</a>
University of Maine at Farmington	224 Main St	Farmington	<a href="http://www.umf.maine.edu">www.umf.maine.edu</a>
University of Maine at Fort Kent	23 University Drive	Fort Kent	<a href="http://www.umfk.maine.edu">www.umfk.maine.edu</a>
University of Maine at Presque Isle	181 Main St	Presque Isle	<a href="http://www.umpi.maine.edu">www.umpi.maine.edu</a>
University of Maine at Presque Isle	181 Main St	Presque Isle	<a href="http://www.umpi.maine.edu">www.umpi.maine.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>

#### Business Administration and Management, General



Business Administration and Management, General. A program that generally prepares individuals to plan, organize, direct, and control the functions and processes of a firm or organization. Includes instruction in management theory, human resources management and behavior, accounting and other quantitative methods, purchasing and logistics, organization and production, marketing, and business decision-making.

Institution	Address	City	URL
Central Maine Community College	1250 Turner St	Auburn	<a href="http://www.cmcc.edu">www.cmcc.edu</a>
Central Maine Community College	1250 Turner St	Auburn	<a href="http://www.cmcc.edu">www.cmcc.edu</a>
University of Maine at Augusta	46 University Dr	Augusta	<a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a>
University of Maine at Augusta	46 University Dr	Augusta	<a href="http://www.uma.maine.edu/">www.uma.maine.edu/</a>
Eastern Maine Community College	354 Hogan Rd	Bangor	<a href="http://www.emcc.edu">www.emcc.edu</a>
Husson College	One College Circle	Bangor	<a href="http://www.husson.edu">www.husson.edu</a>
Husson College	One College Circle	Bangor	<a href="http://www.husson.edu">www.husson.edu</a>
Husson College	One College Circle	Bangor	<a href="http://www.husson.edu">www.husson.edu</a>
Beal College	99 Farm Road	Bangor	<a href="http://bealcollege.edu">bealcollege.edu</a>
University of New England	11 Hills Beach Rd	Biddeford	<a href="http://WWW.UNE.EDU">WWW.UNE.EDU</a>
Washington County Community College	One College Drive	Calais	<a href="http://www.wccc.me.edu">www.wccc.me.edu</a>
University of Maine at Machias	9 O'Brien Ave	Machias	<a href="http://www.umm.maine.edu">www.umm.maine.edu</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
University of Maine		Orono	<a href="http://www.umaine.edu/">www.umaine.edu/</a>
Andover College	901 Washington Ave	Portland	<a href="http://WWW.ANDOVERCOLLEGE.edu">WWW.ANDOVERCOLLEGE.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
University of Southern Maine	96 Falmouth St	Portland	<a href="http://www.usm.maine.edu">www.usm.maine.edu</a>
Northern Maine Community College	33 Edgemont Dr	Presque Isle	<a href="http://www.nmcc.edu">www.nmcc.edu</a>
Southern Maine Community College	2 Fort Road	South Portland	<a href="http://www.smccME.edu">www.smccME.edu</a>
Southern Maine Community College	2 Fort Road	South Portland	<a href="http://www.smccME.edu">www.smccME.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>
York County Community College	112 College Drive	Wells	<a href="http://www.yccc.edu">www.yccc.edu</a>

Business Marketing and Marketing Management



**Marketing/Marketing Management, General.** A program that generally prepares individuals to undertake and manage the process of developing consumer audiences and moving products from producers to consumers. Includes instruction in buyer behavior and dynamics, principle of marketing research, demand analysis, cost-volume and profit relationships, pricing theory, marketing campaign and strategic planning, market segments, advertising methods, sales operations and management, consumer relations, retailing, and applications to specific products and markets.

Institution	Address	City	URL
Husson College	One College Circle	Bangor	<a href="http://www.husson.edu">www.husson.edu</a>
Kennebec Valley Community College	92 Western Ave	Fairfield	<a href="http://www.kvcc.me.edu">www.kvcc.me.edu</a>
University of Maine at Machias	9 O'Brien Ave	Machias	<a href="http://www.umm.maine.edu">www.umm.maine.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Saint Josephs College	278 Whites Bridge Rd	Standish	<a href="http://www.sjcme.edu">www.sjcme.edu</a>
Thomas College	180 W River Rd	Waterville	<a href="http://www.thomas.edu">www.thomas.edu</a>

#### Marketing Research

**Marketing Research.** A program that prepares individuals to provide analytical descriptions of consumer behavior patterns and market environments to marketing managers and other business decision-makers. Includes instruction in survey research methods, research design, new product test marketing, exploratory marketing, consumer needs and preferences analysis, geographic analysis, and applications to specific products and markets.

No schools available for the program

#### International Business Marketing

**International Marketing.** A program that prepares individuals to perform marketing activities in enterprises primarily engaged in exporting or importing goods and services in world markets. Includes instruction in international trade controls, foreign trade operations, locating markets, negotiation practices, monetary issues, and international public relations.

No schools available for the program

#### Marketing Management and Research, Other

**Marketing, Other.** Any instructional program in general marketing and marketing research not listed above.

No schools available for the program

### Maine Statewide Promotion Opportunities for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

O* NET Code	Title	Grand TORQ	Job Zone	Employment	Median Wage	Difference	Growth	Annual Job Openings
41-4011.00	Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products	100	4	720	\$57,210.00	\$0.00	4%	20
41-3031.02	Sales Agents, Financial Services	92	4	0	\$65,230.00	\$8,020.00	5%	33
41-3031.01	Sales Agents, Securities and Commodities	91	4	0	\$65,230.00	\$8,020.00	5%	33
11-2022.00	Sales Managers	90	4	1,310	\$72,720.00	\$15,510.00	3%	32
13-2052.00	Personal Financial Advisors	90	3	360	\$94,100.00	\$36,890.00	10%	13
11-2031.00	Public Relations Managers	88	4	290	\$71,020.00	\$13,810.00	9%	10



41-9021.00	Real Estate Brokers	88	3	320	\$61,300.00	\$4,090.00	-1%	22
11-3031.02	Financial Managers, Branch or Department	87	4	2,440	\$67,670.00	\$10,460.00	7%	58
11-2021.00	Marketing Managers	86	4	570	\$74,560.00	\$17,350.00	7%	17
11-3071.01	Transportation Managers	84	3	710	\$62,270.00	\$5,060.00	5%	25
13-1081.00	Logisticians	83	4	190	\$59,120.00	\$1,910.00	4%	4
11-3071.02	Storage and Distribution Managers	83	3	710	\$62,270.00	\$5,060.00	5%	25
41-9031.00	Sales Engineers	83	4	110	\$64,910.00	\$7,700.00	-11%	3
11-1021.00	General and Operations Managers	82	4	8,490	\$77,050.00	\$19,840.00	-5%	209
11-9033.00	Education Administrators, Postsecondary	81	5	600	\$58,090.00	\$880.00	7%	21

### Top Industries for Sales Managers

Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Automobile dealers	441100	6.94%	22,095	25,064	13.44%
Management of companies and enterprises	551100	6.84%	21,769	25,095	15.28%
Wholesale electronic markets and agents and brokers	425100	2.81%	8,936	10,141	13.48%
Professional and commercial equipment and supplies merchant wholesalers	423400	2.46%	7,818	9,113	16.57%
Computer systems design and related services	541500	2.32%	7,399	9,989	35.02%
Self-employed workers, primary job	000601	2.19%	6,979	7,435	6.54%
Depository credit intermediation	522100	1.87%	5,954	6,071	1.95%
Department stores	452100	1.81%	5,757	5,666	-1.59%
Grocery and related product wholesalers	424400	1.78%	5,652	6,180	9.35%
Employment services	561300	1.56%	4,960	6,277	26.56%
Electrical and electronic goods merchant wholesalers	423600	1.45%	4,607	5,431	17.90%
Clothing stores	448100	1.35%	4,305	4,519	4.97%
Grocery stores	445100	1.32%	4,201	4,584	9.11%
Management, scientific, and technical consulting services	541600	1.21%	3,853	6,878	78.52%
Building material and supplies dealers	444100	1.19%	3,790	4,843	27.79%



## Top Industries for Sales Representatives, Wholesale and Manufacturing, Technical and Scientific Products

Industry	NAICS	% in Industry	Employment	Projected Employment	% Change
Professional and commercial equipment and supplies merchant wholesalers	423400	14.12%	58,010	67,622	16.57%
Wholesale electronic markets and agents and brokers	425100	11.21%	46,081	52,291	13.48%
Drugs and druggists' sundries merchant wholesalers	424200	10.67%	43,853	52,149	18.92%
Electrical and electronic goods merchant wholesalers	423600	6.47%	26,583	31,341	17.90%
Computer systems design and related services	541500	6.04%	24,804	33,490	35.02%
Self-employed workers, primary job	000601	3.53%	14,517	15,466	6.54%
Software publishers	511200	2.20%	9,059	11,664	28.76%
Chemical and allied products merchant wholesalers	424600	2.06%	8,454	9,570	13.19%
Management of companies and enterprises	551100	1.89%	7,781	8,970	15.28%
Navigational, measuring, electromedical, and control instruments manufacturing	334500	1.69%	6,957	6,661	-4.26%
Pharmaceutical and medicine manufacturing	325400	1.40%	5,749	7,245	26.03%
Hardware, and plumbing and heating equipment and supplies merchant wholesalers	423700	1.31%	5,395	6,124	13.52%
Computer and peripheral equipment manufacturing	334100	1.21%	4,952	3,241	-34.54%
Medical equipment and supplies manufacturing	339100	1.20%	4,926	5,039	2.29%
Electronics and appliance stores	443100	1.11%	4,543	3,806	-16.21%